

SKILLS		
Business analytics, Statistical analysis - Hypothesis testing, Univariate and Multivariate Linear Regression, Logistic Regression, ROC analysis, Segmentation, Clustering, Variance analysis, Deviation analysis, Feasibility analysis, Spend Analysis, Project Management, R-language, SAS Base, SAS Enterprise Guide, SPSS, Tableau, Excel, JMP, Minitab, Microsoft Office Suite Products		
PROFESSIONAL EXPERIENCE		60 MONTHS
ICICI BANK	Product Manager-Retail Forex Products	Feb 16 – Present
Responsibilities and Achievements	<ul style="list-style-type: none"> <li>• <b>Product Management</b> of new and strategic initiatives for ICICI's retail Forex product portfolio across India</li> <li>• <b>Conceptualizing and Building</b> new product propositions for increased market share</li> <li>• <b>Analyzing MIS</b> to ascertain <b>product/channel</b> performance and propose short term and long term <b>strategies</b></li> <li>• <b>Monitor</b> key <b>portfolio triggers</b> and give timely indication to stakeholders like Relationship Managers and Regional Sales Head</li> <li>• <b>Process re-engineering</b> of existing methods and automate repetitive/resource intensive tasks</li> <li>• Creation of Regional Review Reports and <b>Monthly Business Status</b> update reports to <b>Executive Director</b></li> <li>• Preparation of <b>Balance Score Card</b> to assess the performance of the Relationship Managers and Regional Sales Heads</li> </ul>	
KPIT TECHNOLOGIES	Senior Executive-Global Account Management	May 14 –Feb 16
Responsibilities and Achievements	<ul style="list-style-type: none"> <li>• <b>Demand Forecasting</b> of the Intelligent Transportation System(ITS)/Vehicle Tracking System to <b>synchronize</b> the production with the market demand</li> <li>• <b>Time series analysis</b> for the demand spikes and troughs <b>VTs/ITS Demand</b></li> <li>• <b>Spend Analysis</b> to identify significant cost savings of about <b>\$10 million</b> per annum through <b>vendor consolidation</b></li> <li>• <b>Estimated Cost Reduction</b> opportunities for an European OEM to the tune of over \$ 60 million , by analysis of entire product lifecycle through sensor optimization and sensor fusion techniques</li> <li>• <b>Key Performance Indicator</b> development to <b>monitor and track</b> the progress of KPIT's strategic accounts</li> <li>• <b>Standard Template</b> creation to clearly <b>visualize</b> the differentiators between key accounts, geographies, practices Strategic Business Units and Industry Business Units</li> <li>• <b>Led a team of 6 members in delivering actionable insights</b> to the management from the CRM data</li> </ul>	
RENAULT NISSAN TECHNOLOGY AND BUSINESS CENTRE INDIA	Engineer	Aug 08 – Sep 11
Responsibilities	<ul style="list-style-type: none"> <li>• <b>Hypothesis Testing</b> to analyze road traffic collisions and recommended safety technologies to <b>reduce</b> the severe <b>head injuries by 30%</b> in head-on and angle collisions</li> <li>• <b>Multiple Regression Analysis</b> to comprehend relative importance of different parameters in head-on and angle collisions and identified countermeasures to <b>reduce</b> the injuries by <b>9%</b></li> <li>• <b>Predictive Modeling</b> for <b>estimation</b> of <b>road traffic fatalities</b> in the U.S based macro-economic and social parameters like GDP growth rate, unemployment rate, inflation, fuel cost, vehicle miles travelled etc.</li> <li>• Conducted <b>Global vendor search</b> to identify suitable vendor to <b>reduce cost</b> of <b>non-intrusive in-vehicle alcohol sensing device/sensor by 99%</b></li> <li>• Coordinated the <b>RFP</b> to global vendors to identify the <b>cost effective</b> solution to the issue of heat radiation through the windows of the vehicle in order to achieve <b>heat reduction of 70%</b></li> <li>• Determine the <b>correlation</b> between <b>drunk driving fatalities</b> and <b>infrastructure parameters</b> like urban roads , extra urban roads, intersections and human/social parameters like age, gender, race, income etc.</li> <li>• Identified the key <b>areas of improvement</b> for Passenger vehicles to <b>improve safety performance</b> in Indian infrastructure, unique driver behaviour and poor infrastructure</li> <li>• Coordinated the <b>proposal making</b> and <b>technical documentation</b> for the achievement of additional safety star ratings from <b>Euro NCAP</b> in lieu of the splendid performance of vehicles in active safety tests</li> <li>• <b>Led a team of four engineers in Advanced Safety Planning</b> division in Research and Advanced Engineering Department to estimate effectiveness of counter measures for road collisions</li> </ul>	
Achievements	<ul style="list-style-type: none"> <li>• Completed <b>On-The Job Training In Japan</b> for accident analysis techniques and <b>data analysis</b></li> <li>• <b>Established research partnership</b> between <b>I.I.T Delhi</b> and <b>RNTBCI</b> for the project "Advanced Vehicle Safety And Driver Behaviour study" to study the idiosyncrasies of Indian driving habits and safety practices</li> <li>• <b>Recommended vendor (J.P Research)</b> for Indian accident data collection and supervised their activities</li> <li>• <b>Coordinated</b> the establishment of <b>Industry consortium</b> for Indian accident data collection (<b>RASSI</b>)</li> <li>• <b>Managed the Project</b> "Safety Technologies In India :Customers' Awareness And Expectations" conducted by <b>KPIT Cummins</b> to gain the <b>Indian customers' perspective</b> on safety features in automobiles</li> </ul>	

LIVE PROJECTS			
Mondelez International (Cadbury)	<ul style="list-style-type: none"><li>Completed <b>sourcing consolidation</b> opportunities analysis and <b>spend analysis</b> for total <b>indirect spend</b> of over <b>1800 crore</b></li><li>Analyzed <b>spend buckets</b> across key categories and <b>identified big opportunities</b> for consolidation</li><li><b>Categorized</b> the total spend into <b>addressable</b> and <b>non-addressable</b> spend</li><li><b>Developed Phase-wise implementation plan</b> for the <b>vendor consolidation</b> over a period of 2 years to realize cost savings of over <b>240 Crore</b> by economies of scale, volume discounts and transaction time and cost reduction</li></ul>		
Kalnirnay	<ul style="list-style-type: none"><li><b>Analyzed</b> and <b>study the supply chain</b> of Kalnirnay, largest manufacturer of calendars in India</li><li>Identified the <b>key areas for improvement</b> across the supply chain to <b>increase operational efficiency</b></li></ul>		
Times of India	<ul style="list-style-type: none"><li>Analyzed the <b>in-bound logistics</b> portion of supply chain from port to warehouse for <b>time and cost elements</b></li><li>Recommended <b>new opportunities for warehousing</b> through utilization of <b>Free Trade Zone Warehouses</b></li><li>Recommended <b>best practices</b> from different sectors of industry <b>to increase throughput, reduce cost, reduce lead times</b> and <b>increase flexibility of supply chain</b></li><li>Established <b>Emerging trends-logistics of container movement</b> and warehousing in India and across the globe</li></ul>		
ACADEMICS			
Degree	Institute / University	%/CGPA	Year
Master of Management	SJMSOM, IIT Bombay	7.71/10	[2014]
B.Tech, (Electrical Engg.)	IIT Kharagpur, Kharagpur	6.02/10	[2008]
Class XII (A.P State Board)	St.Patrick’s College, Hyderabad	87.50 %	[2002]
Class X (A.P State Board)	St.Alphonsa’s High School, Hyderabad	88.60 %	[2000]
ACADEMIC ACHIEVEMENTS			
Pratibha Award	<ul style="list-style-type: none"><li>Awarded by <b>Government of Andhra Pradesh</b> for excellence in academics</li></ul>		[2003- 07]
TRIPP, I.I.T Delhi	<ul style="list-style-type: none"><li>Completed <b>International Course on Transportation Planning and Safety</b> at IIT Delhi</li></ul>		[2010-10]
Nissan Maxim	<ul style="list-style-type: none"><li><b>Winner, Nissan Maxim</b> article writing competition-XIMB, Bhubaneswar</li></ul>		[2012-13]
MBAsKOOL competition	<ul style="list-style-type: none"><li>Published article in MBAsKOOL.com on strategies for market penetration</li></ul>		[2012-13]
Best Pupil Award	<ul style="list-style-type: none"><li>Received <b>Best Pupil Award</b> at school level for academic and extra-curricular performance</li></ul>		[1999-00]
United Nations Award	<ul style="list-style-type: none"><li>Received <b>United Nations Prize</b> for creation of green awareness at community level</li></ul>		[1999-00]
POSITIONS OF RESPONSIBILITY			
Event Coordinator, E-Summit IIT Bombay	<ul style="list-style-type: none"><li>Coordinated <b>Trends Today</b>, an interactive panel discussion as part of <b>E-Summit-2013</b>, the largest Entrepreneurial summit in Asia</li></ul>		[2012-13]
Organizer, H.R Continuum, SJMSOM,IIT Bombay	<ul style="list-style-type: none"><li><b>Organized the H.R continuum</b>, a confluence of Industry stalwarts and academia</li></ul>		[2013-14]
Coordinator, Ashwamedh, SJMSOM, IIT Bombay	<ul style="list-style-type: none"><li>Coordinated the execution of <b>Ashwamedh</b>, the game theory event of <b>Avenues-2014</b></li></ul>		[2013-14]
EXTRA-CURRICULAR ACTIVITIES			
Volunteer, Ashwamedh, SJMSOM, IIT Bombay	<ul style="list-style-type: none"><li>Facilitated the execution of <b>Ashwamedh</b>, the game theory event of <b>Avenues-2013</b></li></ul>		[2012-13]
Member, Humane, H.R Club, SJMSOM, IIT Bombay	<ul style="list-style-type: none"><li>Coordinated <b>planning</b> and <b>execution</b> of various club activities</li></ul>		[2013-14]
Judo Club, IIT Bombay	<ul style="list-style-type: none"><li>Received the <b>yellow belt</b> in Judo training</li></ul>		[2013-14]
NCC C-level certification	<ul style="list-style-type: none"><li>Completed <b>NCC C-level</b> certification in Air force Unit</li></ul>		[2003-04]